

The **Financial Sales Indicator™** is a tool to help managers in the financial services industry make better hiring decisions.

The assessment measures **psychological factors and objective indicators that predict success** in financial sales jobs.

The assessment is based on the pioneering work of Dr. Steve Torkel. Dr. Torkel has surveyed over 50,000 job candidates, salespeople, and branch managers on the experiences that predict sales success in the financial services industry.

Measures 10 predictors of sales success:

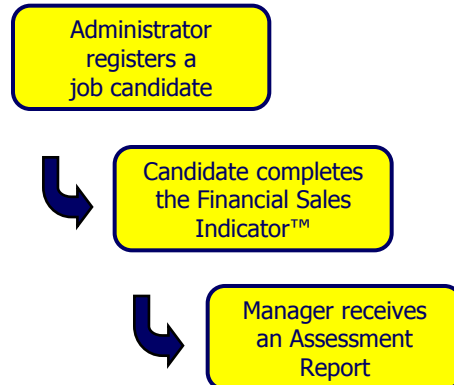
➤ **Psychological Factors**

- Drives for Results
- Resilience
- Relationship Building
- Disciplined
- Decisiveness
- Coachability

➤ **Objective Indicators**

- Work History
- Sales Experience
- Financial Exposure
- Networked

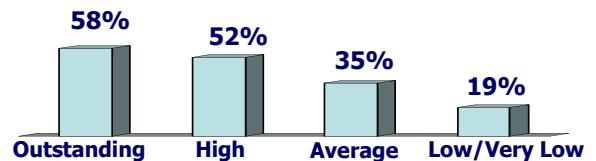
The assessment is administered seamlessly over the Internet.



Measures "Test Accuracy" to identify candidates who are faking.

Five recent studies demonstrated the power of the Financial Sales Indicator™. Salespeople who scored Outstanding on the assessment exceeded their financial sales goals three times as often as those who scored Low or Very Low.

% Exceeding Financial Sales Goals



Call Torkel Research today to learn more about how the Financial Sales Indicator™ can increase the productivity of your financial salesforce.

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